

Message Text

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ORIGIN ARA-02

INFO OCT-01 IO-01 ISO-00 /004 R

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DRAFTED BY ARA/ECP MDAVILA

APPROVED BY ARA/ECP WKNEPPER

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R 291949Z APR 75

FM SECSTATE WASHDC

TO USDEL MTN GENEVA

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FOLLOWING REPEAT GUATEMALA 2195 ACTION SECSTATE INFO SAN SALVADOR
TEGUCIGALPA MANAGUA SAN JOSE APR 28

QUOTE

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ROCAP

E.O. 11652 N/A

SUBJ: CENTRAL AMERICAN REPRESENTATION AT MTN

REF: SAN SALVADOR 1575

1. AT THE XIII MEETING OF ECONOMIC MINISTERS, SIECA WAS INSTRUCTED TO DRAFT A PLAN TO PROVIDE FOR BOTH (A), A UNIFIED CA REPRESENTATION AT THE MTN, AND (B) A PERMANENT JOINT CA MISSION IN GENEVA. THE PLAN WAS TO INCLUDE ORGANIZATION, FINANCING, REPORTING, CONTROL ETC. THE TWO PARTS OF THE PLAN HAVE HAD TO BE SEPARATED INASMUCH AS SIECA HAS CONCLUDED THAT A HIGHLY SPECIALIZED TEAM WILL BE REQUIRED FOR EFFECTIVE CA REPRESENTATION AT THE MTN.

2. SIECA HAS COMPLETED ITS DRAFT PLAN FOR THE MTN. A SIECA
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MISSION IS TO VISIT THE FIVE CA CAPITALS ABOUT APRIL 30-MAY 6

TO SEEK THE VIEWS AND APPROVAL OF GOVERNMENTS. THE PLAN CALLS FOR A SINGLE CA NEGOTIATOR (CONDUCTOR), BACKED BY CONSULTATIVE MECHANISMS ALLOWING FOR NOT ONLY TECHNICAL CONSULTATIONS BUT ALSO FOR NATIONAL CONSULTATION AND CONTROL.

3. ROCAP WILL MAINTAIN CLOSE CONTACT WITH SIECA TO OBTAIN FEEDBACK ON THE REACTIONS OF THE 5 CA COUNTRIES TO THE SIECA PLAN. AS SIECA PROVIDES US INFO ON THE FORM OF CA REPRESENTATION, INCLUDING THE NAMES OF THE CA NEGOTIATOR AND HIS TECHNICAL BACKSTOPPERS, ROCAP WILL ADVISE DEPARTMENT.

4. FOR CA EMBASSIES: WOULD APPRECIATE YOUR ADVISING ROCAP OF REACTIONS BY HOST GOVERNMENTS TO SIECA PROPOSAL AND ANY SUBSTANTIVE CHANGES INTRODUCED INTO PROPOSAL AS A RESULT OF SIECA CONSULTATIONS. ANY INDICATIONS OF SPECIAL PROBLEMS AND HOST COUNTRY PERSONALITIES LIKELY TO BE INVOLVED WOULD FACILITATE A ROCAP SUMMARY AND ANALYSIS OF EXPECTED CA PARTICIPATION IN MTN.

5. COMMENT: JOINT REPRESENTATION AT GENEVA WITH A SINGLE MTN NEGOTIATOR WOULD SEEM TO RECOMMEND ITSELF TO CENTRAL AMERICA FOR AT LEAST TWO IMPORTANT REASONS:

A. A CAPABLE NEGOTIATING TEAM FOR THE HIGHLY COMPLEX MTN IS MORE LIKELY TO BE CONSTITUTED BY DRAWING ON THE FIVE COUNTRIES' COMBINED RESOURCES THAN IF EACH COUNTRY'S REPRESENTATION IS CIRCUMSCRIBED BY ITS OWN LIMITED TECHNICAL AND FINANCIAL RESOURCES.

B. A TRADING AREA IN WHICH EXPORTS AND IMPORTS APPROXIMATE ONE BILLION DOLLARS EACH SHOULD HAVE SIGNIFICANTLY GREATER NEGOTIATING LEVERAGE THAN ANY COMPONENT MEMBER. SINCE NO INDIVIDUAL CA COUNTRY HAS MORE THAN ONE FOURTH OF THE REGION'S TRADE VOLUME WITH THE REST OF THE WORLD, THEY MIGHT HAVE A HARD TIME FINDING ANYONE INTERESTED IN TALKING TO THEM AT THE MTN, IF THEY ELECT TO ACT SEPARATELY.

6. THE DIFFICULTY IN MOUNTING A JOINT REPRESENTATION WILL BE IN OVERCOMING CURRENTLY PREVALENT JEALOUSIES AND SUSPICIONS AND THE TEMPTATION OF THE INDIVIDUAL COUNTRIES TO UNDERCUT EACH OTHER IN DEALING WITH THE OUTSIDE WORLD. TRAGEN.

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ALSO PASSED INFO USAID/GUATEMALA.
MELOY UNQUOTE KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MEETING DELEGATIONS, ORGANIZATION & MANAGEMENT
Control Number: n/a
Copy: SINGLE
Draft Date: 29 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE099620
Document Source: CORE
Document Unique ID: 00
Drafter: ECP MDAVILA
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750150-1084
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t1975046/aaaaafqm.tel
Line Count: 110
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN ARA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 SAN SALVADOR 1575
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 18 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <18 JUN 2003 by BoyleJA>; APPROVED <30 OCT 2003 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CENTRAL AMERICAN REPRESENTATION AT MTN
TAGS: ETRD, US, MTN
To: MTN GENEVA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006